

August 2022



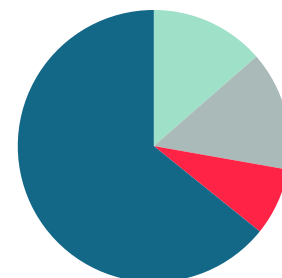
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

| Compared Metrics | 2021 | August 2022 | +/-% |
|--|---------|-------------|---------|
| Closed Listings | 23 | 22 | -4.35% |
| Pending Listings | 33 | 23 | -30.30% |
| New Listings | 41 | 38 | -7.32% |
| Average List Price | 200,143 | 232,645 | 16.24% |
| Average Sale Price | 195,300 | 220,405 | 12.85% |
| Average Percent of Selling Price to List Price | 97.50% | 94.98% | -2.59% |
| Average Days on Market to Sale | 34.48 | 40.95 | 18.78% |
| End of Month Inventory | 86 | 104 | 20.93% |
| Months Supply of Inventory | 3.50 | 4.24 | 21.34% |



■ Closed (13.58%)
■ Pending (14.20%)
■ Other OffMarket (8.02%)
■ Active (64.20%)

Absorption: Last 12 months, an Average of **25** Sales/Month
Active Inventory as of August 31, 2022 = **104**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2022 rose **20.93%** to 104 existing homes available for sale. Over the last 12 months this area has had an average of 25 closed sales per month. This represents an unsold inventory index of **4.24** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **12.85%** in August 2022 to \$220,405 versus the previous year at \$195,300.

Average Days on Market Lengthens

The average number of **40.95** days that homes spent on the market before selling increased by 6.48 days or **18.78%** in August 2022 compared to last year's same month at **34.48** DOM.

Sales Success for August 2022 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 38 New Listings in August 2022, down **7.32%** from last year at 41. Furthermore, there were 22 Closed Listings this month versus last year at 23, a **-4.35%** decrease.

Closed versus Listed trends yielded a **57.9%** ratio, up from previous year's, August 2021, at **56.1%**, a **3.20%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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| Inventory | 5 |
| Months Supply of Inventory | 6 |
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| Average List Price at Closing | 8 |
| Average Sale Price at Closing | 9 |
| Average Percent of Selling Price to List Price | 10 |
| Market Summary | 11 |

Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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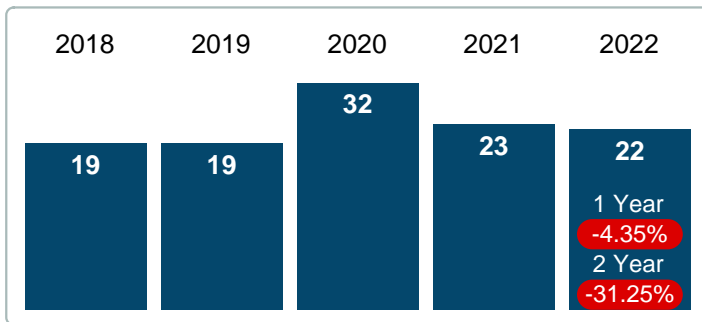
Area Delimited by County Of McIntosh - Residential Property Type



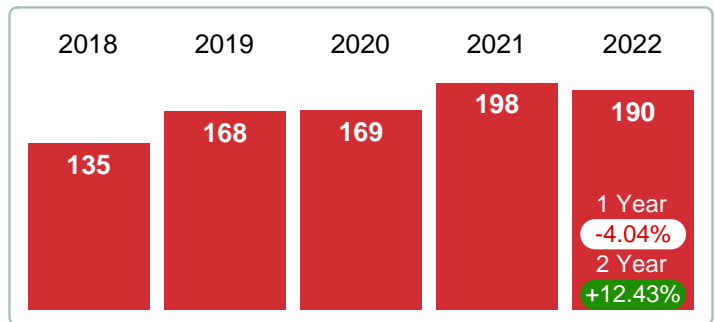
CLOSED LISTINGS

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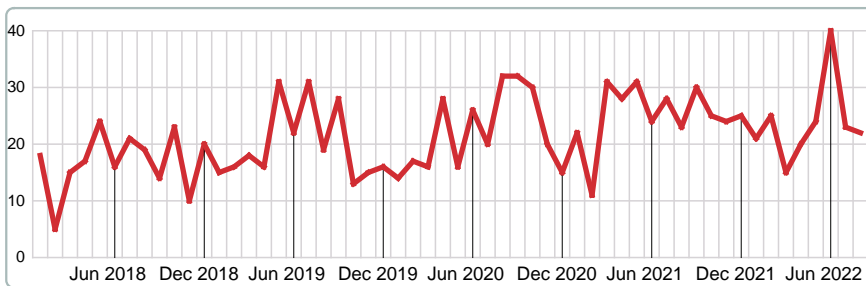
AUGUST



YEAR TO DATE (YTD)

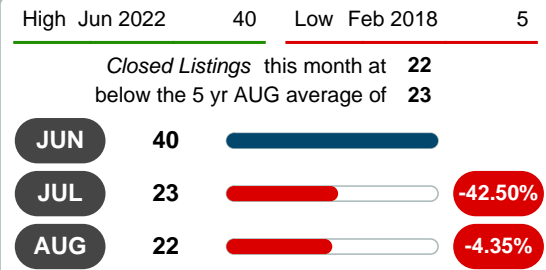


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 23



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|------------------|-------------|-------------|------------------|------------------|------------------|--------------|
| \$75,000 and less | 2 | 9.09% | 77.0 | 1 | 1 | 0 | 0 |
| \$75,001 - \$100,000 | 2 | 9.09% | 10.0 | 1 | 1 | 0 | 0 |
| \$100,001 - \$125,000 | 3 | 13.64% | 48.3 | 0 | 3 | 0 | 0 |
| \$125,001 - \$200,000 | 6 | 27.27% | 39.7 | 3 | 3 | 0 | 0 |
| \$200,001 - \$300,000 | 4 | 18.18% | 46.0 | 1 | 3 | 0 | 0 |
| \$300,001 - \$375,000 | 2 | 9.09% | 43.0 | 0 | 2 | 0 | 0 |
| \$375,001 and up | 3 | 13.64% | 24.7 | 1 | 1 | 1 | 0 |
| Total Closed Units | 22 | | | 7 | 14 | 1 | 0 |
| Total Closed Volume | 4,848,900 | 100% | 41.0 | 1.24M | 2.78M | 825.00K | 0.00B |
| Average Closed Price | \$220,405 | | | \$177,500 | \$198,671 | \$825,000 | \$0 |

August 2022



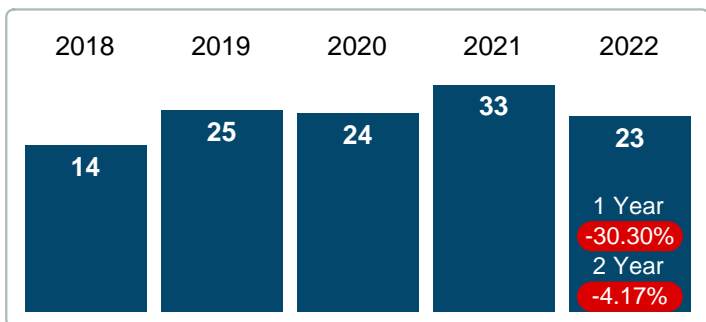
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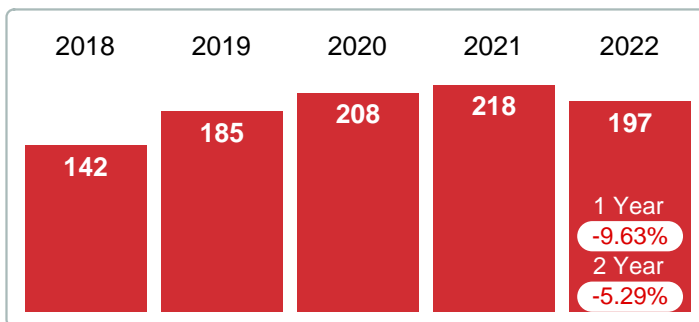
PENDING LISTINGS

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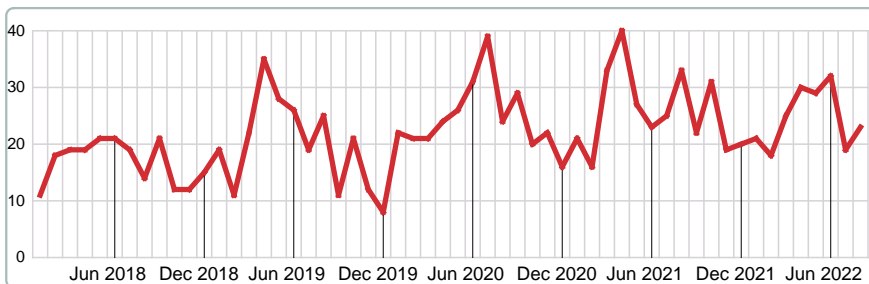
AUGUST



YEAR TO DATE (YTD)

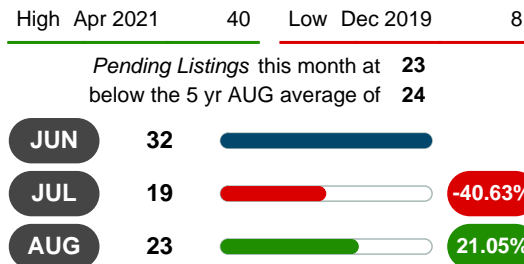


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 24



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|------------------|-------------|-------------|------------------|------------------|------------------|--------------|
| \$75,000 and less | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$75,001 - \$125,000 | 4 | 17.39% | 64.0 | 2 | 2 | 0 | 0 |
| \$125,001 - \$150,000 | 4 | 17.39% | 69.3 | 1 | 3 | 0 | 0 |
| \$150,001 - \$175,000 | 1 | 4.35% | 39.0 | 0 | 1 | 0 | 0 |
| \$175,001 - \$325,000 | 8 | 34.78% | 22.9 | 3 | 3 | 2 | 0 |
| \$325,001 - \$375,000 | 4 | 17.39% | 59.0 | 0 | 1 | 3 | 0 |
| \$375,001 and up | 2 | 8.70% | 126.5 | 0 | 0 | 2 | 0 |
| Total Pending Units | 23 | | | 6 | 10 | 7 | 0 |
| Total Pending Volume | 5,129,599 | 100% | 54.1 | 1.04M | 1.70M | 2.40M | 0.00B |
| Average Listing Price | \$223,026 | | | \$172,567 | \$169,520 | \$342,714 | \$0 |

August 2022



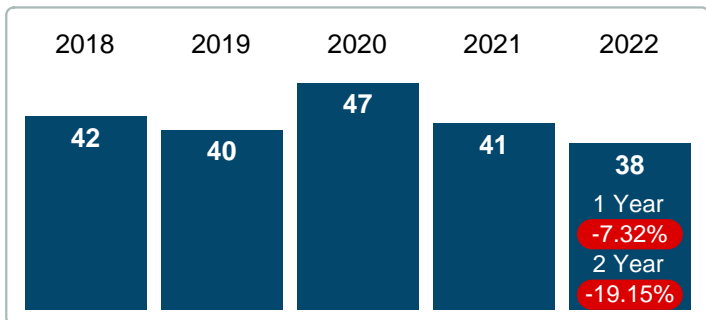
Area Delimited by County Of McIntosh - Residential Property Type



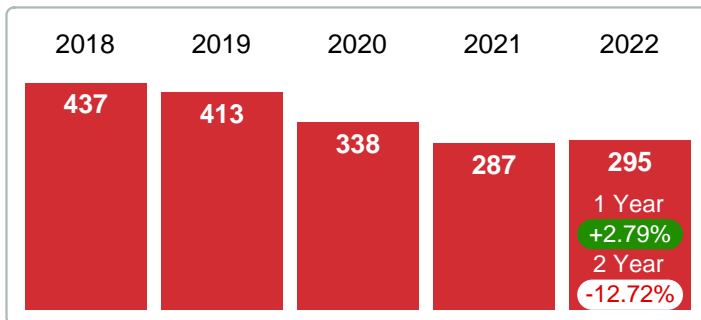
NEW LISTINGS

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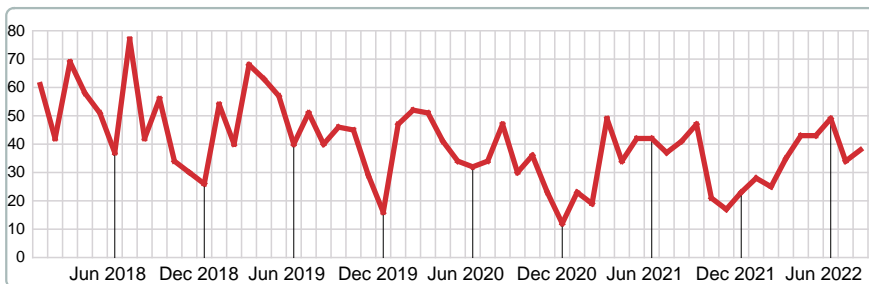
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 42

High Jul 2018 77 Low Dec 2020 12

New Listings this month at **38**
below the 5 yr AUG average of **42**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|------------------|------------------|------------------|------------------|
| \$75,000 and less | 2 | 5.26% | 1 | 1 | 0 | 0 |
| \$75,001 - \$125,000 | 4 | 10.53% | 0 | 4 | 0 | 0 |
| \$125,001 - \$175,000 | 3 | 7.89% | 2 | 1 | 0 | 0 |
| \$175,001 - \$250,000 | 13 | 34.21% | 4 | 6 | 3 | 0 |
| \$250,001 - \$375,000 | 7 | 18.42% | 2 | 4 | 1 | 0 |
| \$375,001 - \$550,000 | 5 | 13.16% | 0 | 3 | 2 | 0 |
| \$550,001 and up | 4 | 10.53% | 0 | 1 | 2 | 1 |
| Total New Listed Units | 38 | | 9 | 20 | 8 | 1 |
| Total New Listed Volume | 10,787,709 | 100% | 1.71M | 5.07M | 3.23M | 775.00K |
| Average New Listed Listing Price | \$223,423 | | \$189,711 | \$253,535 | \$404,326 | \$775,000 |

August 2022



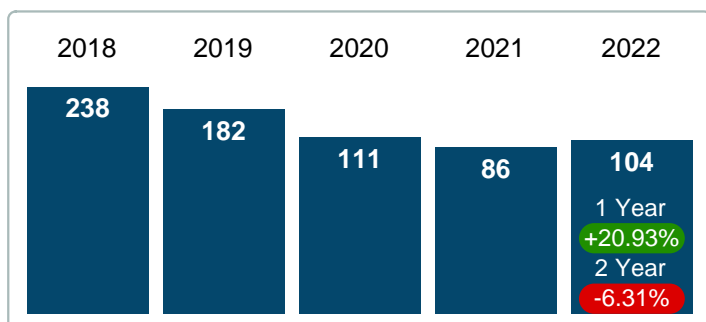
Area Delimited by County Of McIntosh - Residential Property Type



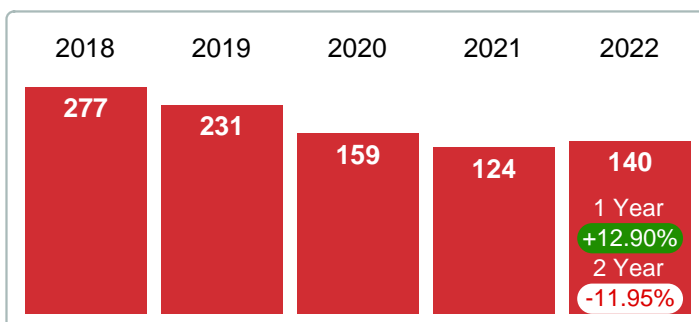
ACTIVE INVENTORY

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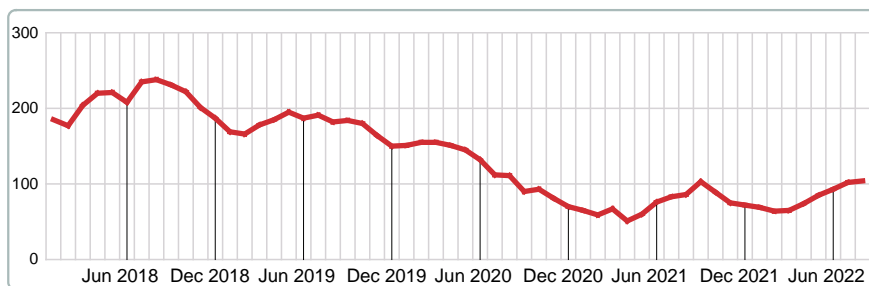
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 144

High Aug 2018 238 Low Apr 2021 51

Inventory this month at 104 below the 5 yr AUG average of 144

| Month | Inventory | Change |
|-------|-----------|--------|
| JUN | 93 | |
| JUL | 102 | +9.68% |
| AUG | 104 | +1.96% |

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$75,000 and less | 10 | 9.62% | 68.0 | 7 | 3 | 0 | 0 |
| \$75,001 - \$150,000 | 15 | 14.42% | 60.5 | 4 | 11 | 0 | 0 |
| \$150,001 - \$200,000 | 12 | 11.54% | 46.3 | 3 | 8 | 1 | 0 |
| \$200,001 - \$325,000 | 26 | 25.00% | 62.2 | 5 | 16 | 4 | 1 |
| \$325,001 - \$475,000 | 19 | 18.27% | 85.7 | 0 | 10 | 7 | 2 |
| \$475,001 - \$650,000 | 12 | 11.54% | 56.8 | 1 | 7 | 2 | 2 |
| \$650,001 and up | 10 | 9.62% | 82.9 | 1 | 2 | 3 | 4 |
| Total Active Inventory by Units | 104 | | | 21 | 57 | 17 | 9 |
| Total Active Inventory by Volume | 35,846,448 | 100% | 66.3 | 4.82M | 18.01M | 7.25M | 5.76M |
| Average Active Inventory Listing Price | \$344,677 | | | \$229,700 | \$315,966 | \$426,377 | \$640,478 |

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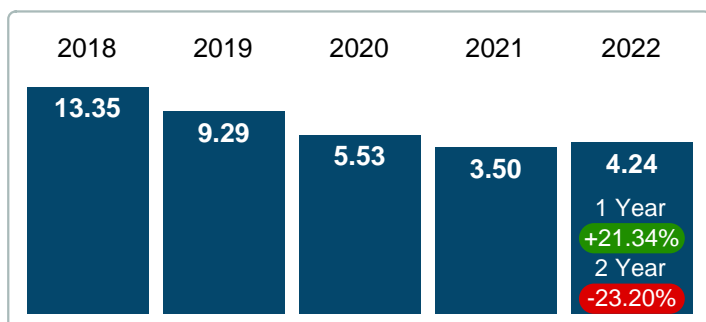
Area Delimited by County Of McIntosh - Residential Property Type



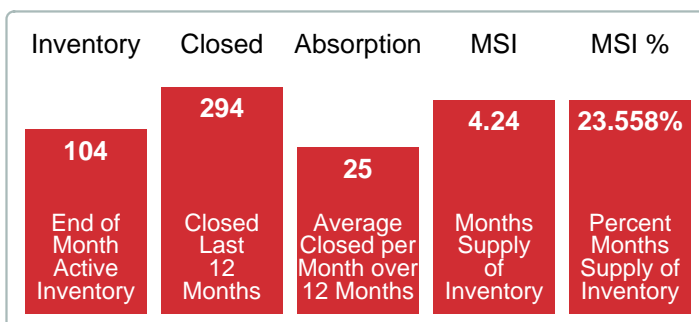
MONTHS SUPPLY of INVENTORY (MSI)

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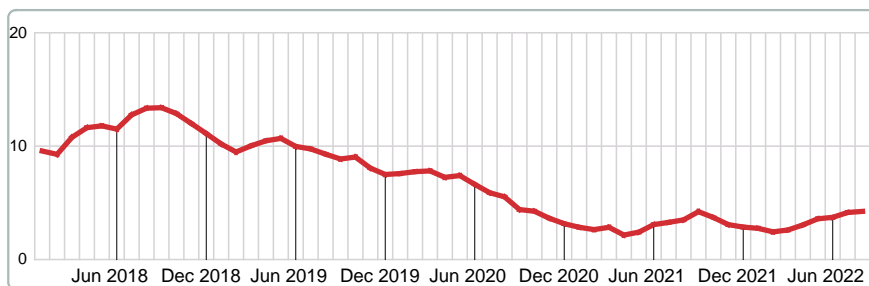
MSI FOR AUGUST



INDICATORS FOR AUGUST 2022

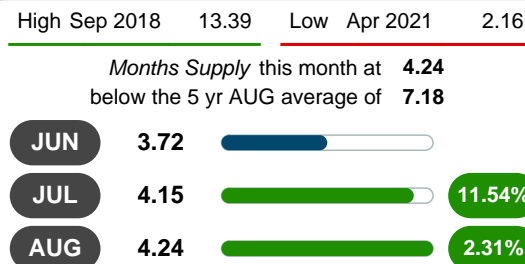


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 7.18



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Active Inventory by Price Range and MSI | | % | MSI | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|----|--------|-------|----------|--------|--------|---------|
| \$75,000 and less | 10 | 9.62% | 3.00 | 3.00 | 3.60 | 0.00 | 0.00 |
| \$75,001 - \$150,000 | 15 | 14.42% | 2.54 | 1.85 | 3.47 | 0.00 | 0.00 |
| \$150,001 - \$200,000 | 12 | 11.54% | 2.88 | 3.27 | 2.67 | 4.00 | 0.00 |
| \$200,001 - \$325,000 | 26 | 25.00% | 4.00 | 4.62 | 4.00 | 3.43 | 4.00 |
| \$325,001 - \$475,000 | 19 | 18.27% | 6.16 | 0.00 | 5.00 | 10.50 | 12.00 |
| \$475,001 - \$650,000 | 12 | 11.54% | 13.09 | 12.00 | 9.33 | 24.00 | 0.00 |
| \$650,001 and up | 10 | 9.62% | 17.14 | 0.00 | 12.00 | 36.00 | 12.00 |
| Market Supply of Inventory (MSI) | | | 4.24 | 3.07 | 4.10 | 5.67 | 12.00 |
| Total Active Inventory by Units | | 100% | 4.24 | 21 | 57 | 17 | 9 |

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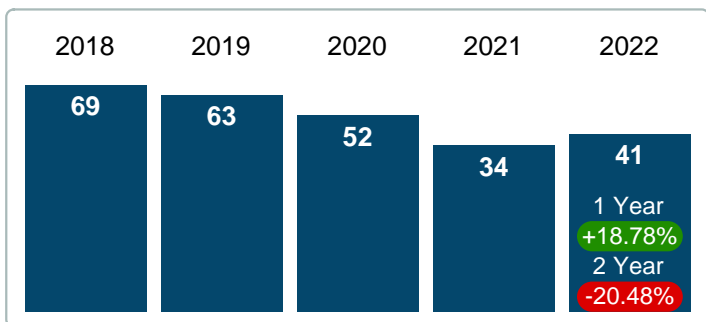
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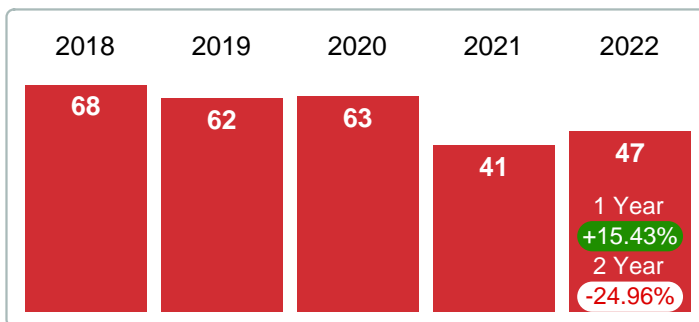
AVERAGE DAYS ON MARKET TO SALE

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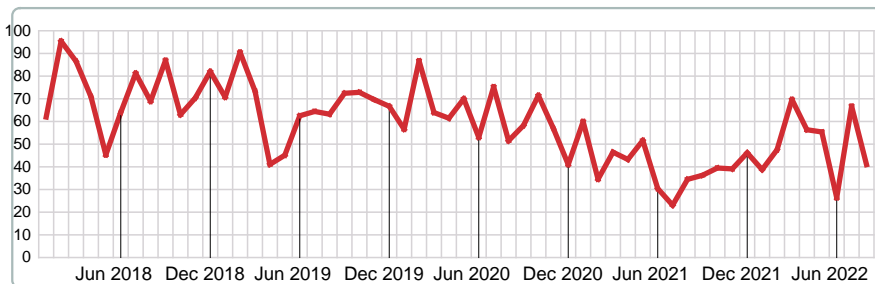
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 52

High Feb 2018 95 Low Jul 2021 23

Average Days on Market to Sale this month at 41 below the 5 yr AUG average of 52



AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Average Days on Market to Sale by Price Range | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------|------------------|--------------|--------------|----------------|--------------|
| \$75,000 and less | 9.09% | 77 | 19 | 135 | 0 | 0 |
| \$75,001 - \$100,000 | 9.09% | 10 | 18 | 2 | 0 | 0 |
| \$100,001 - \$125,000 | 13.64% | 48 | 0 | 48 | 0 | 0 |
| \$125,001 - \$200,000 | 27.27% | 40 | 17 | 62 | 0 | 0 |
| \$200,001 - \$300,000 | 18.18% | 46 | 145 | 13 | 0 | 0 |
| \$300,001 - \$375,000 | 9.09% | 43 | 0 | 43 | 0 | 0 |
| \$375,001 and up | 13.64% | 25 | 2 | 39 | 33 | 0 |
| Average Closed DOM | | 41 | 34 | 45 | 33 | 0 |
| Total Closed Units | 100% | 41 | 7 | 14 | 1 | 0 |
| Total Closed Volume | | 4,848,900 | 1.24M | 2.78M | 825.00K | 0.00B |

August 2022



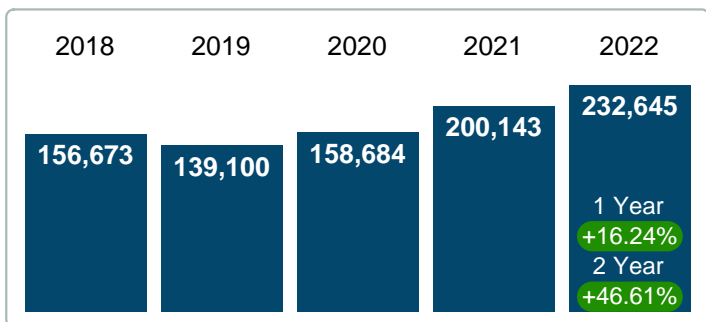
Area Delimited by County Of McIntosh - Residential Property Type



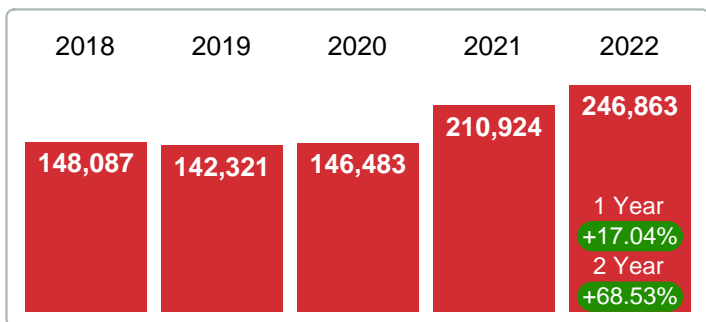
AVERAGE LIST PRICE AT CLOSING

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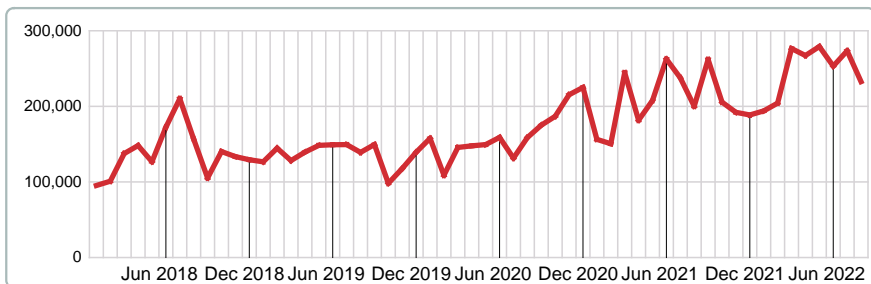
AUGUST



YEAR TO DATE (YTD)

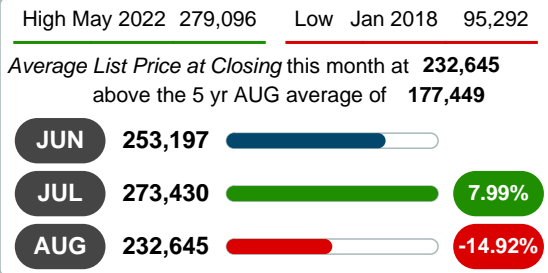


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 177,449



AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Average List Price at Closing by Price Range | % | AVLPrice | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|--------|-----------|----------|---------|---------|---------|
| \$75,000 and less | 9.09% | 53,250 | 58,500 | 48,000 | 0 | 0 |
| \$75,001 - \$100,000 | 9.09% | 81,500 | 85,000 | 78,000 | 0 | 0 |
| \$100,001 - \$125,000 | 13.64% | 115,333 | 0 | 115,333 | 0 | 0 |
| \$125,001 - \$200,000 | 22.73% | 147,760 | 157,967 | 169,967 | 0 | 0 |
| \$200,001 - \$300,000 | 22.73% | 254,600 | 295,000 | 244,333 | 0 | 0 |
| \$300,001 - \$375,000 | 9.09% | 348,500 | 0 | 348,500 | 0 | 0 |
| \$375,001 and up | 13.64% | 597,967 | 399,900 | 542,000 | 852,000 | 0 |
| Average List Price | | 232,645 | 187,471 | 210,993 | 852,000 | 0 |
| Total Closed Units | 100% | 232,645 | 7 | 14 | 1 | |
| Total Closed Volume | | 5,118,200 | 1.31M | 2.95M | 852.00K | 0.00B |

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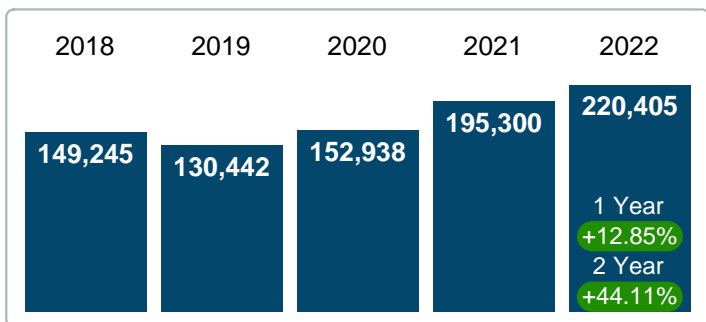
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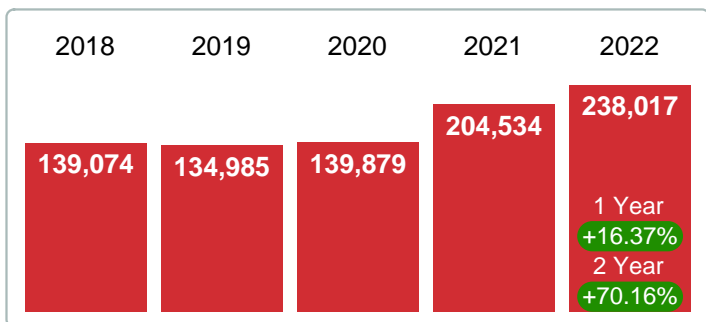
AVERAGE SOLD PRICE AT CLOSING

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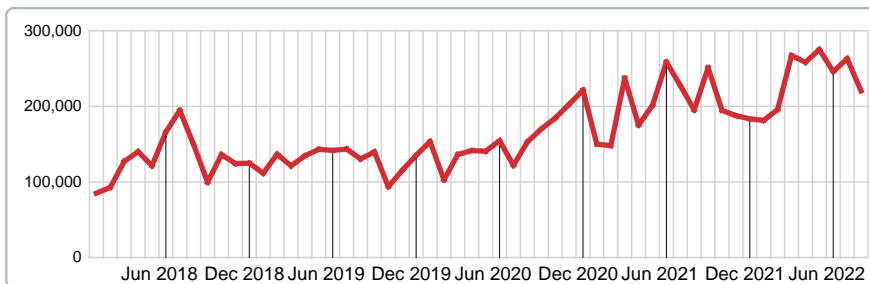
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

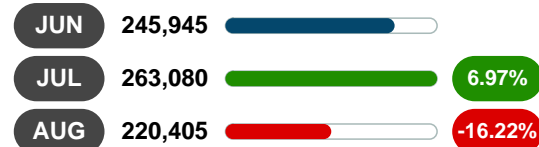


3 MONTHS

5 year AUG AVG = 169,666

High May 2022 275,146 Low Jan 2018 85,211

Average Sold Price at Closing this month at **220,405** above the 5 yr AUG average of **169,666**



AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Average Sold Price at Closing by Price Range | % | AV Sale | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------|------------------|----------------|----------------|----------------|--------------|
| \$75,000 and less | 9.09% | 48,500 | 51,500 | 45,500 | 0 | 0 |
| \$75,001 - \$100,000 | 9.09% | 79,000 | 80,000 | 78,000 | 0 | 0 |
| \$100,001 - \$125,000 | 13.64% | 113,667 | 0 | 113,667 | 0 | 0 |
| \$125,001 - \$200,000 | 27.27% | 148,500 | 150,000 | 147,000 | 0 | 0 |
| \$200,001 - \$300,000 | 18.18% | 247,475 | 265,000 | 241,633 | 0 | 0 |
| \$300,001 - \$375,000 | 9.09% | 307,000 | 0 | 307,000 | 0 | 0 |
| \$375,001 and up | 13.64% | 586,000 | 396,000 | 537,000 | 825,000 | 0 |
| Average Sold Price | | 220,405 | 177,500 | 198,671 | 825,000 | 0 |
| Total Closed Units | 100% | 220,405 | 7 | 14 | 1 | 0 |
| Total Closed Volume | | 4,848,900 | 1.24M | 2.78M | 825.00K | 0.00B |

August 2022



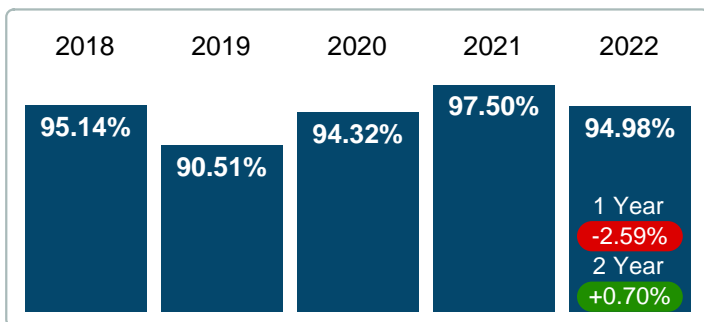
Area Delimited by County Of McIntosh - Residential Property Type



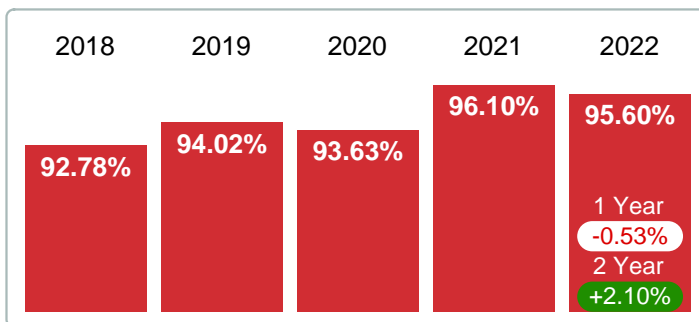
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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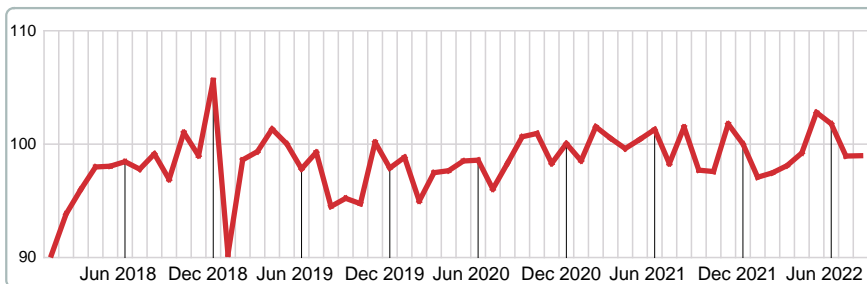
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

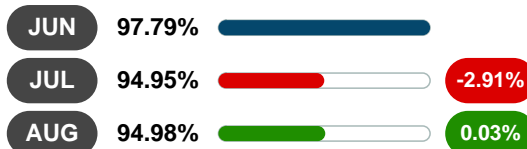


3 MONTHS

5 year AUG AVG = 94.49%

High Dec 2018 101.62% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **94.98%** above the 5 yr AUG average of **94.49%**



AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Sold/List Ratio by Price Range | | % | AV S/L% | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|---|-----------|---------|----------|---------|---------|---------|
| \$75,000 and less | 2 | 9.09% | 91.41% | 88.03% | 94.79% | 0.00% | 0.00% |
| \$75,001 - \$100,000 | 2 | 9.09% | 97.06% | 94.12% | 100.00% | 0.00% | 0.00% |
| \$100,001 - \$125,000 | 3 | 13.64% | 98.46% | 0.00% | 98.46% | 0.00% | 0.00% |
| \$125,001 - \$200,000 | 6 | 27.27% | 93.26% | 94.97% | 91.55% | 0.00% | 0.00% |
| \$200,001 - \$300,000 | 4 | 18.18% | 96.63% | 89.83% | 98.90% | 0.00% | 0.00% |
| \$300,001 - \$375,000 | 2 | 9.09% | 88.09% | 0.00% | 88.09% | 0.00% | 0.00% |
| \$375,001 and up | 3 | 13.64% | 98.31% | 99.02% | 99.08% | 96.83% | 0.00% |
| Average Sold/List Ratio | | 95.00% | | 93.70% | 95.48% | 96.83% | 0.00% |
| Total Closed Units | | 22 | 100% | 7 | 14 | 1 | |
| Total Closed Volume | | 4,848,900 | | 1.24M | 2.78M | 825.00K | 0.00B |

August 2022



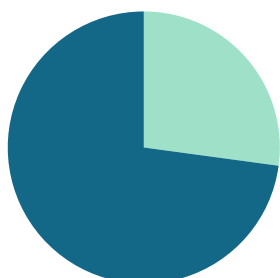
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

INVENTORY

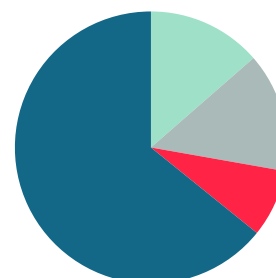


Inventory
 New Listings
38 = 27.14%
 Start Inventory
102
 Total Inventory Units
140
 Volume
\$44,948,747

Market Activity

Closed Sales
22 = 13.58%
 Pending Sales
23 = 14.20%
 Other Off Market
13 = 8.02%
 Active Inventory
104 = 64.20%

MARKET ACTIVITY



| Compared Metrics | August | | | Year to Date | | |
|--|---------|---------|---------|--------------|---------|--------|
| | 2021 | 2022 | +/-% | 2021 | 2022 | +/-% |
| Closed Sales | 23 | 22 | -4.35% | 198 | 190 | -4.04% |
| Pending Sales | 33 | 23 | -30.30% | 218 | 197 | -9.63% |
| New Listings | 41 | 38 | -7.32% | 287 | 295 | 2.79% |
| Average List Price | 200,143 | 232,645 | 16.24% | 210,924 | 246,863 | 17.04% |
| Average Sale Price | 195,300 | 220,405 | 12.85% | 204,534 | 238,017 | 16.37% |
| Average Percent of Selling Price to List Price | 97.50% | 94.98% | -2.59% | 96.10% | 95.60% | -0.53% |
| Average Days on Market to Sale | 34.48 | 40.95 | 18.78% | 41.01 | 47.33 | 15.43% |
| Monthly Inventory | 86 | 104 | 20.93% | 86 | 104 | 20.93% |
| Months Supply of Inventory | 3.50 | 4.24 | 21.34% | 3.50 | 4.24 | 21.34% |

Absorption: Last 12 months, an Average of **25** Sales/Month

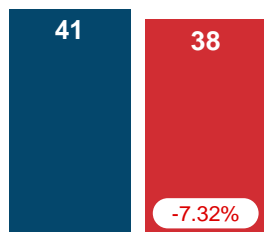
Inventory on August 31, 2022 = **104**

2021 **2022**

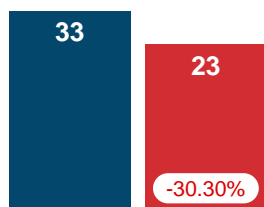
AUGUST MARKET

AVERAGE PRICES

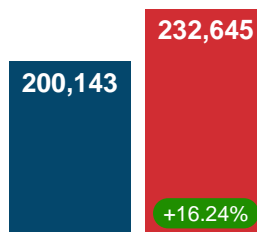
New Listings



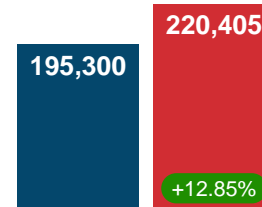
Pending Listings



List Price



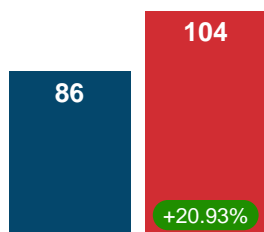
Sale Price



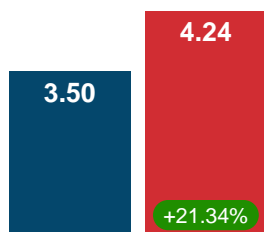
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

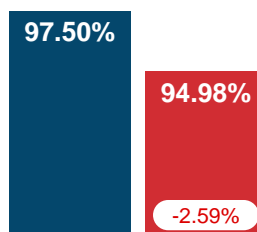
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

